MODULE OVERVIEW

Torn between two options: Four steps to a clear decision

Adaptive module | ~20 min

Two voices clash inside us, and we stay stuck or let others, even AI, decide for us. Yet indecision often costs more than an imperfect decision. This module offers a four-step method for deciding as a Master rather than a hostage. Its approach goes against pros-and-cons tables: unmasking fears disguised as arguments, releasing the pressure of the "right" choice, and letting the decision emerge calmly.

LEARNING OBJECTIVES

01 Identify the parts of you that clash in a decision, and what each one is defending.

02 Listen to each part with a clear head, crossing out fears disguised as arguments, without being blinded by enthusiasm either.

03 Escape the pressure of the "right" choice: when you hesitate so much, two options are often viable, not one correct one.

04 Let the decision emerge calmly, without forcing it, then anchor it with a first action and stay the course.

WHO IT'S FOR

Anyone who feels torn by difficult decisions and wants to decide with a clear head.

- **Prerequisite:**
  Stuck on a decision: Understand the conflict inside you

HOW THE MODULE WORKS

Self-paced, with practice tailored to each learner.

1. **Self-assessment**: on 9 dimensions, to gauge current habits and guide the practice.
2. **Expert video**: 10 minutes, with 3 pauses for reflection.
3. **Practice scenarios**: the first 2 chosen from the self-assessment, then 16 optional ones. Every answer gets feedback: what it leads to, and one way to improve.
4. **Dated commitment**: one action to try, written by the learner or picked from the suggestions.
5. **Memo to download**: key takeaways, questions, commitment, personal notes and checklists.

ASSESSMENT AND COMPLETION

Pass mark: 80%

The score takes into account your answers to the practice scenarios, your commitment and, where relevant, any additional learning activities. Passing requires a commitment and a score of at least 80%.

METHODS & MODELS

- Four-step "deciding as the Master" process – Afthonios method, inspired by work on subpersonalities (Voice Dialogue, Hal & Sidra Stone; IFS, Richard Schwartz).
- Two-column table of pros and cons – based on Benjamin Franklin's "moral algebra" (1772).
- Crossing out fears disguised as arguments – inspired by loss aversion (Kahneman & Tversky, 1979).
- Letting the decision emerge in silence or on a walk – the incubation effect (Graham Wallas, 1926).

SOURCES & REFERENCES

- Daniel Kahneman (Nobel Prize in Economics, 2002) – "regret is probably the worst enemy of good decisions"
- Counterpoint Research: Apple takes about 85% of smartphone industry profits with about 20% of the volume
- StatCounter (2026): Android accounts for about 69–72% of mobile operating systems
- James Gross (1998) – emotion regulation processes

Module created by Afthonios.com.

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